

Message Text

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PAGE 01 OTTAWA 00372 250004Z

ACTION COME-00

INFO OCT-02 EUR-12 ISO-00 EB-08 /021 W

-----126291 250654Z /15

R 242356Z JAN 78

FM AMEMBASSY OTTAWA

TO SECSTATE WASHDC 6086

INFO AMCONSUL CALGARY

AMCONSUL HALIFAX

AMCONSUL MONTREAL

AMCONSUL TORONTO

AMCONSUL VANCOUVER

AMCONSUL WINNIPEG

UNCLAS OTTAWA 00372

E.O. 11652: N/A

TAGS: BEXP, CA

SUBJECT: COUNTRY COMMERCIAL PROGRAM - FIRST QUARTER FY 1978
PROGRESS REPORT

1. ALL CONGENS WITH COMMERCIAL OFFICERS (MONTREAL, TORONTO, VANCOUVER, CALGARY) REPORTED CAMPAIGNS ON TARGET OR EXCEEDING FIRST QUARTER GOALS. CALGARY CONSIDERABLY EXCEEDED GOALS IN CAMPGAINS 6 AND 8, DEVELOPING 13 TO'S IN QUARTER.

2. CONGEN WINNIPEG ASSISTED USTS IN VERY SUCCESSFUL TRAVEL PROMOTION AFFAIR (CAMPAIGN NO. 10) AT WINNIPEG ART GALLERY IN DECEMBER WITH OVER 1,000 PERSONS IN ATTENDANCE.

3. OTHER SPECIAL POST EFFORTS: POSTS ACTIVE IN ALL SPECIAL POST EFFORTS, WITH EMPHASIS ON ACTIVITIES NOTED IN FOLLOWING PARAGRAPHS.

4. ACTIVITY NO. 1, REGIONAL TRADE PROMOTION. VANCOUVER HOSTED SUCCESSFUL MEETING IN OCTOBER WITH DOC DISTRICT
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DIRECTORS FROM PORTLAND AND SEATTLE (VANCOUVER A-24) AND HAS BEGUN MAKING ARRANGEMENTS FOR PARTICIPATION IN MEETINGS ORGANIZED BY DISTRICT DIRECTORS DURING SECOND QUARTER. ALSO CONTRIBUTED AN ARTICLE TO OREGON STATE DEPARTMENT OF ECONOMIC DEVELOPMENT NEWSLETTER. TORONTO CONTINUED PROVIDE FOLLOW-UP FOR SEMINARS IN WHICH IT PARTICIPATED FY 1977.

5. ACTIVITY NO. 3, MAJOR EXPORT PROJECTS/PRODUCTS.
TORONTO'S A-104, 113 AND 117 (LIGNITE PROJECT). CALGARY
ACTIVE IN REPORTING ON PROVINCIAL GOVERNMENT POLICIES
TOWARD NEW COAL DEVELOPMENT AND U.S. SUPPLIER PROSPECTS IN
FURNISHING GOODS AND SERVICES TO CANADIAN SECTION OF ALCAN
PIPELINE.

6. ACTIVITY NO.4, REVERSE INVESTMENT. ALL POSTS WERE
ACTIVE IN REPLYING TO INCREASING NUMBER OF INQUIRIES FROM
POTENTIAL INVESTORS IN THE U.S. AND MOST HELD MEETINGS
WITH STATE AND LOCAL INVESTMENT AND PROMOTION AGENCY
REPRESENTATIVES.

7. ACTIVITY NO. 7, COUNTERING PROTECTIONIST TENDENCIES.
TORONTO'S 2679 (ONTARIO TRADE POLICY); 2814 (OFL ON
INDUSTRIAL STRUCTURE AND TRADE); 3010 (AUTO PACT); 3013
(MTN); A-125 (CMA ON INDUSTRY AND PROTECTION).

8. ACTIVITY NO. 8, FOREIGN TRADERS INDEX. UPDATE ON
CANADIAN CREDIT REPORTING AGENCIES (OTTAWA A-279 WITH POST
CONTRIBUTIONS). DUEMLING

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